



FARMERS LIFE INSURANCE COMPANY

Safeguard Plus Annuity Training Assessment

State Suitability rules require insurance brokers and producers appointed by Farmers Life Insurance Company to demonstrate a thorough and adequate knowledge of its annuity products to support your efforts in determining the suitability of a given annuity for your customers. The following questions will aid you in strengthening your knowledge and understanding of the Safeguard Plus Annuity.

Broker/Producer name (as shown on your state insurance license)

Broker/Producer state (two-letter abbreviation)

Broker/Producer email address

Broker/Producer telephone number (e.g. 777-777-7777)

1. The Safeguard Plus Annuity product line is which type of annuity? Check all that apply

- A. Flexible premium deferred annuity
- B. Indexed single premium deferred annuity
- C. Single premium deferred annuity
- D. Fixed premium variable annuity

2. The Safeguard Plus Annuity 5 has a ____-year interest rate guarantee period and a ____-year surrender charge period.

- A. one/five
- B. five/ten
- C. five/five
- D. seven/seven

3. The Safeguard Plus Annuity product line has a repeating interest rate guarantee period and a repeating surrender charge period.

- A. True
- B. False

4. The Safeguard Plus Annuity product line includes a 30-day window at the beginning of each subsequent surrender charge period during which the Owner may do the following. Check all that apply

- A. Continue the Contract and apply the annuity fund to the subsequent multi-year interest rate guarantee period.
- B. Make a partial surrender without a surrender charge or market value adjustment and apply the remaining annuity funds to the subsequent multi-year interest rate guarantee period.
- C. Begin payment of the annuity funds under a contract payment option.
- D. Continue the Contract and apply the annuity funds to a one-year interest rate guarantee period with no surrender charges or market value adjustment which automatically renews each year.

5. The Safeguard Plus Annuity product line includes a Market Value Adjustment feature.

- A. True
- B. False

6. A Market Value Adjustment (MVA) follows changes in a prescribed index which may increase or decrease withdrawal benefits. A withdrawal during the MVA period when the index value is lower than the index value at the Contract issue date will:

- A. Increase the cash withdrawal value.
- B. Decrease the cash withdrawal value.

7. Surrender charges and market value adjustments are waived in the following instances.

Check all that apply

- A. Terminal Illness and Qualified Nursing Care, but only if the Enhanced Benefit Rider is selected by your customer.
- B. Annuitization.
- C. Any withdrawal during the first Contract Year.
- D. The first withdrawal in a Contract Year that does not exceed 5% of the annuity fund value, but only if the Free Withdrawal Rider is selected by your customer.
- E. Owner unemployment.
- F. Owner permanent and total disability.

8. The minimum premium required to establish a Safeguard Plus Annuity is:

- A. \$5,000
- B. \$10,000
- C. \$15,000
- D. \$25,000

9. Does the Safeguard Plus Annuity have an annual contract fee?

- A. No
- B. Yes, \$50
- C. Yes, \$100

10. The maximum issue age for the Safeguard Plus Annuity 5 is:

- A. Age 65
- B. Age 70
- C. Age 80
- D. Age 95

Broker/Producer Acknowledgment

I attest that I have successfully completed the required product training for the Safeguard Plus Annuity product line before soliciting business with Farmers Life Insurance Company. YES NO

Signature of broker/producer

Date signed

